# **Industry Day Example (OTS)**

- 1. Phase 1
  - 1.1. Factor 1
    - 1.1.1. Vendor A inputs <u>"Yes"</u> for Phase 1, Factor 1 Facility Clearance. This produces a "Pass" result for Factor 1.

F	actor 1	
Facility Clearance (Yes or No)	Yes	
Factor 1 Result	Pass	

- 1.2. Factor 2
  - 1.2.1. Vendor A was able to successfully map <u>110</u> LCATs as supported by "Attachment 5 P1:F2 LCAT ID Crosswalk." Vendor A annotated <u>"110"</u> for Factor 2. This produces a "High Confidence" result for Factor 2.

	Factor 2
LCAT Crosswalk	110 of 123 LCATS
Factor 2 Result	High Confidence

- 1.3. **Phase 1 Res**ult: Vendor A will receive a "High Confidence" notice, advising them to continue to Phase 2.
- 2. Phase 2
  - 2.1. Workplace Solutions / Services
    - 2.1.1. Example 1
      - 2.1.1.1. **100%** of that example was related to services in the **Connectivity** sub-category.
    - 2.1.2. Example 2
      - 2.1.2.1. <u>50%</u> of that example was related to services in the **Communications &** Collaboration sub-category.
      - 2.1.2.2. 50% of that example was related to the Audio/Video/Image sub-category.
    - 2.1.3. Example 3
      - 2.1.3.1. <u>25%</u> of that example was related to services in the Communication & Collaboration sub-category
      - 2.1.3.2. <u>25%</u> of that example was related to services in the **Audio/Video/Image** category.
      - 2.1.3.3. <u>50%</u> of that example was related to services in the **Support** category.
    - 2.1.4. **Workplace Solutions/ Services Result** Vendor A will receive a "High Confidence" because this example showed that they've performed at least 75% of the sub-categories "Connectivity," "Communication & Collaboration," and "Audio/ Video/ Image." Vendor A will receive a "Medium Confidence" in the sub-category "Support" for self-certifying 50%. Overall, Vendor A will receive a "High Confidence" for Workplace Solutions because 3 of the 4 sub-categories are "High Confidence" and the 4<sup>th</sup> sub-category is a "Medium Confidence".

		Phase 2: Self-Certifica	tion			
	Connectivity	Communication & Collaboration	Audio/ Video/ Image	Support	Other	
Example 1	100%	0%	0%	0%	0%	100%
Example 2	0%	50%	50%	0%	0%	1009
Example 3	0%	25%	25%	50%	0%	1009
	100%	75%	75%	50%		

Final Rating	High Confidence
Low Confidence	0
Medium Confidence	1
High Confidence	3

Confidence Summary

- 2.2. Business Application Solutions / Services
  - 2.2.1. Example 1
    - 2.2.1.1. <u>50%</u> of that example was related to services in the **Product Management** subcategory.
    - 2.2.1.2. <u>50%</u> of that example was related to services in the **Customer Service** subcategory.
  - 2.2.2. Example 2
    - 2.2.2.1. <u>50%</u> of that example was related to services in the **Customer Service** subcategory.
    - 2.2.2.2. 40% of that example was related to the Sales & Marketing sub-category.
    - 2.2.2.3. <u>10%</u> of example 2 does not pertain to Product Management, Customer Service, or Sales & Marketing, so the Vendor assigns the remaining 10% to **Other.**
  - 2.2.3. Example 3
    - 2.2.3.1. <u>30%</u> of that example was related to services in the **Product Management** subcategory
    - 2.2.3.2. <u>70%</u> of that example was related to services in the **Sales & Marketing** category.
  - 2.2.4. **Business Application Solutions/ Services Result** Vendor A will receive a "High Confidence" because this example showed that they've performed at least 75% of the subcategories "Product Management," "Customer Service," and "Sales & Marketing." Additionally, Vendor A will receive a "High Confidence" for Business Applications Solutions because all sub-categories meet the 75%.

		Phase 2, Factor 3:	Self-Certification		
	<b>Product Management</b>	<b>Customer Service</b>	Sales & Marketing	Other	
Example 1	50%	50%	0%	0%	100%
Example 2	0%	50%	40%	10%	100%
Example 3	30%	0%	70%	0%	100%
	80%	100%	110%		
	Confidence Sur	nmary			
	High Confidence	3			
	Medium Confidence	0			
	Low Confidence	0			
	Final Rating		High Confidence		

- 2.3. Delivery Solutions / Services
  - 2.3.1. Example 1
    - 2.3.1.1. <u>60%</u> of that example was related to services in the **Operations** sub-category.
    - 2.3.1.2. **20%** of that example was related to services in the **IT Security** sub-category.
    - 2.3.1.3. <u>20%</u> of that example was related to services in the **Strategy & Planning** subcategory.

- 2.3.2. Example 2
  - 2.3.2.1. **20%** of that example was related to services in the **Development** sub-category.
  - 2.3.2.2. <u>30%</u> of that example was related to the **Strategy & Planning** sub-category.
  - 2.3.2.3. <u>50%</u> of that example was related to the **IT Security** sub-category.
- 2.3.3. Example 3
  - 2.3.3.1. <u>30%</u> of that example was related to services in the **Development** sub-category.
  - 2.3.3.2. <u>30%</u> of that example was related to services in the **Operations** category.
  - 2.3.3.3. 40% of that example was related to services in the IT Security category
- 2.3.4. **Delivery Solutions/ Services Result** Vendor A will receive a "Medium Confidence" because this example showed that they've performed at least 75% of the sub-categories "Operations" and "IT Security." Vendor A will receive a "Medium Confidence" in the sub-categories "Development" and "Strategy & Planning" for self-certifying between 50% and 74.9%. Overall, Vendor A will receive a "Medium Confidence" for Delivery Solutions because 2 of the 4 sub-categories are "Medium Confidence" but no sub-categories received a "Low Confidence."

и	Low Confidence.					
		Phase	2: Self-Certification			
	Development	Operations	IT Security	Strategy & Planning	Other	
Example 1	0%	60%	20%	20%	0%	100%
Example 2	20%	0%	50%	30%	0%	100%
Example 3	30%	30%	40%	0%	0%	100%
	50%	90%	110%	50%		
	Confidence Su	mmary				
	High Confidence	2				
	Medium Confidence	2				
	Low Confidence	0				
	Final Rating		Medium Confidence			

- 2.4. Platform Solutions / Services
  - 2.4.1. Example 1
    - 2.4.1.1. <u>50%</u> of that example was related to services in the **Application Services** subcategory.
    - 2.4.1.2. <u>50%</u> of that example was related to services in the **Cloud Services** subcategory.
  - 2.4.2. Example 2
    - 2.4.2.1. <u>60%</u> of that example was related to services in the **Data Services** sub-category.
    - 2.4.2.2. **40%** of that example was related to the **Cloud Services** sub-category.
  - 2.4.3. Example 3
    - 2.4.3.1. <u>30%</u> of that example was related to services in the **Application Services** subcategory
    - 2.4.3.2. **70%** of that example was related to services in the **Data Services** category.
  - 2.4.4. Platform Solutions/ Services Result Vendor A will receive a "High Confidence" because this example showed that they've performed at least 75% of the sub-categories "Application Services," "Data Services," and "Cloud Services." Additionally, Vendor A will receive a "High Confidence" for Platform Solutions / Services because all sub-categories meet the 75%.

		Phase 2: Self-C	ertification		
	Application Services	Data Services	Cloud Services	Other	
Example 1	50%	0%	50%	0%	100%
Example 2	0%	60%	40%	0%	100%
Example 3	30%	70%	0%	0%	100%
	80%	130%	90%		
	Confidence Summary				
	High Confidence	3			
	Medium Confidence	0			
	Law Confidence	0			
	Final Rating		High Confidence		

- 2.5. Infrastructure Solutions / Services
  - 2.5.1. Example 1
    - 2.5.1.1. 40% of that example was related to services in the **Network** sub-category.
    - 2.5.1.2. <u>35%</u> of that example was related to services in the **Data Center** sub-category.
    - 2.5.1.3. <u>25%</u> of that example was related to services in the **Compute Services** subcategory.
  - 2.5.2. Example 2
    - 2.5.2.1. <u>50%</u> of that example was related to services in the **Data Center** sub-category.
    - 2.5.2.2. **50%** of that example was related to the **Storage** sub-category.
  - 2.5.3. Example 3
    - 2.5.3.1. <u>35%</u> of that example was related to services in the **Network** sub-category
    - 2.5.3.2. <u>60%</u> of that example was related to services in the **Compute Services** category.
    - 2.5.3.1. <u>5%</u> of example 3 does not pertain to the required sub-categories, so the Vendor A assigns the remaining **5%** to **Other.**
  - 2.5.4. **Infrastructure Solutions/ Services Result** Vendor A will receive a "High Confidence" because this example showed that they've performed at least 75% of the sub-categories "Network", "Data Center", and "Compute Services". Vendor A will receive a "Medium Confidence" in the sub-category "Storage Services" for self-certifying 50%. Overall, Vendor A will receive a "High Confidence" for Infrastructure Solutions because 3 of the 4 sub-categories are "High Confidence" and the 4<sup>th</sup> sub-category is a "Medium Confidence".

		Phase 2: Se	elf-Certification			
	Network	Data Center	Storage Services	Compute Services	Other	
Example 1	40%	35%	0%	25%	0%	100%
Example 2	0%	50%	50%	0%	0%	100%
Example 3	35%	0%	0%	60%	5%	100%
	75%	85%	50%	85%		
	Confidence Summary					
	High Confidence	3				
	Medium Confidence	1				
	Lany, Southsterner	0				
	Final Rating	Hi	gh Confidence			

- 2.6. Emerging Technologies
  - 2.6.1. Choice 1 Selection
    - 2.6.1.1. Vendor A selects **Scientific IT Services** under "Choice 1."
  - 2.6.2. Example 1 (Only 1 example is allowed for Emerging Technologies)
    - 2.6.2.1. <u>100%</u> of that example was related to services in the **Scientific IT Services** subcategory.
  - 2.6.3. **Emerging Technologies Result** Vendor A will receive a "High Confidence" because this example showed that they've performed at least 75% of the selected sub-category,

Scientific IT Services. Vendor A will receive a "High Confidence" for Emerging Technologies because the sub-category meets the 75%.

	Final Rating	High Confidence	
	100%		
Example 1	100%	0%	100%
	Scientific IT Services	Other	
	Choice 1		
	Pha	se 2: Self-Certification	
	8 8 3		

- 2.7. Other IT
  - 2.7.1. Choice 2 Selection
    - 2.7.1.1. Vendor A selects **Geospatial Analysis** under "Choice 2."
  - 2.7.2. Example 1
    - 2.7.2.1. <u>100%</u> of that example was related to services in the **Malware Analysis** subcategory.
  - 2.7.3. Example 2
    - 2.7.3.1. <u>100%</u> of that example was related to services in the **Human Language Technology** sub-category.
  - 2.7.4. Example 3
    - 2.7.4.1. <u>100%</u> of that example was related to services in the **Geospatial Analysis** subcategory
  - 2.7.5. **Other IT Result** Vendor A will receive a "High Confidence" because this example showed that they've performed at least 75% of the sub-categories "Malware Analysis," "Human Language Technology," and "Geospatial Analysis." Additionally, Vendor A will receive a "High Confidence" for Other IT because all sub-categories meet the 75%.

		Phase 2: Self-Certific	cation		
			Choice 2		
	Malware Analysis	Human Language Technology	Geospatial Analysis	Other	
Example 1	100%	0%	0%	0%	100%
Example 2	0%	100%	0%	0%	100%
Example 3	0%	0%	100%	0%	100%
	100%	100%	100%		
	Confidence	Summary			
	High Confidence	3			
	Medium Confidence	0			
	Low Confidence	0			
	Final Rating		High Confidence		

- 2.8. Phase 2, Factor 3: Self-Certification Result
  - 2.8.1. No vendor manipulation of the Scoring Table is required for the Factor 3 Result. The cover sheet of the Scoring Table document will carry over the confidence rating by task.
  - 2.8.2. **Phase 2, Factor 3 Result**: In the scenario listed above, Vendor A will receive a "High Confidence" rating for Factor 3 because they received a "High Confidence" in six of the seven categories with no Low Confidence Ratings. Vendor A will receive a "High Confidence" notice, advising them to continue to Phase 3.

		P	hase 2, Factor 3: Self-Certification			
Ca	ategory	Self-Certification Score				Confidence Rating
	Workplace Solutions	Connectivity	Communications & Colaboration	Audio/ Video/ Image	Support	
1	workplace Solutions	100%	75%	75%	50%	High Confidence
2	Business Applications	Product Management	Customer Service	Sales & Marketing		
	business Applications	80%	100%	110%		High Confidence
2	Delivery Solutions	Development	Operations	IT Security	Strategy & Planning	
3	Delivery Solutions	50%	90%	110%	50%	Medium Confidence
	Platform Solutions	Application Services	Data Services	Cloud Services		
4	Platform Solutions	80%	130%	90%		High Confidence
	Infrastructure	Network	Data Center	Storage Services	Compute Services	
3	inirastructure	75%	85%	50%	85%	High Confidence
6	Emerging Technologies	Choice 1				
	Emerging rechnologies	100%				High Confidence
7	Other IT	Malware Analysis	Human Language Technology	Choice 2		
,	Other II	100%	100%	100%		High Confidence

Co	Confidence Summary		
High Confidence		6	
Medium Confidence		1	
Low Confidence		0	
Factor 3 Result	High Confidence		

- 2.9. Effects of "Low Confidence" in one Sub-Category (Example Workplace Solutions)
  - 2.9.1. Example 1
    - 2.9.1.1. <u>100%</u> of that example was related to services in the Connectivity sub-category.
  - 2.9.2. Example 2
    - 2.9.2.1. <u>50%</u> of that example was related to services in the **Communications &** Collaboration sub-category.
    - 2.9.2.2. 50% of that example was related to the Audio/ Video/ Image sub-category.
  - 2.9.3. Example 3
    - 2.9.3.1. <u>25%</u> of that example was related to services in the Communication & Collaboration sub-category
    - 2.9.3.2. <u>25%</u> of that example was related to services in the **Audio/ Video/ Image** category.
    - 2.9.3.3. **25%** of that example was related to services in the **Support** sub-category.
    - 2.9.3.4. <u>25%</u> of example 3 does not pertain to the required sub-categories, so the Vendor A assigns the remaining 25% to Other.
  - 2.9.4. Workplace Solutions/ Services Result Vendor A will receive a "High Confidence" because this example showed that they've performed at least 75% of the sub-categories "Connectivity," "Communication & Collaboration," and "Audio/ Video/ Image." Vendor A will receive a "Low Confidence" in the sub-category "Support" for self-certifying 25%. Overall, Vendor A will receive a "Low Confidence" for Workplace Solutions because 3 of the 4 sub-categories are "High Confidence" and the 4th sub-category is a "Low Confidence"

		Phase 2: Self-Certifica	tion		
	Connectivity	Communication & Collaboration	Audio/ Video/ Image	Support	Other
xample 1	100%	0%	0%	0%	0%
xample 2	0%	50%	50%	0%	0%
Example 3	0%	25%	25%	25%	25%
	100%	75%	75%	25%	
Example 1 Example 2 Example 3	100%	75%	75%	25%	
		75% ce Summary	75%	25%	
			75%	25%	
	Confiden		75%	25%	

Low Confidence

2.9.5. **Phase 2, Factor 3 Result:** In the scenario listed above, Vendor A will receive a "Low Confidence" rating for Factor 3 because they received a "High Confidence" in six of the

**Final Rating** 

seven categories with <u>ONE</u> Low Confidence Rating. Vendor A will receive a "Low Confidence" notice, advising them to not continue to Phase 3.

		P	hase 2, Factor 3: Self-Certification			
C	ategory	Self-Certification Score			1	Confidence Rating
	Workplace Colutions	Connectivity	Communications & Colaboration	Audio/ Video/ Image	Support	
1 Workplace Solutions	100%	75%	75%	25%	Low Confidence	
2	Dusiness Applications	Product Management	Customer Service	Sales & Marketing		
2	2 Business Applications	80%	100%	110%		High Confidence
-	Delines Calutions	Development	Operations	IT Security	Strategy & Planning	
3	Delivery Solutions	50%	90%	110%	50%	Medium Confidence
4 Diations	Diatform Calutions	Application Services	Data Services	Cloud Services		
4	3 Delivery Solutions 4 Platform Solutions	80%	130%	90%		High Confidence
5	Infrastructure	Network	Data Center	Storage Services	Compute Services	
5	Infrastructure	75%	85%	50%	85%	High Confidence
6	Emerging Technologies	Choice 1				
0	Emerging technologies	100%				High Confidence
6 Emerging Technologies Choice 1 7 Other IT Malware Analysis	Malware Analysis	Human Language Technology	Choice 2			
,	Other II	100%	100%	100%		High Confidence

Col	nfidence Summary
High Confidence	5
Medium Confidence	1
Low Confidence	1
Factor 3 Result	Low Confidence

- 3. Phase 3
  - 3.1. Workplace Solutions / Services
    - 3.1.1. Example 1
      - 3.1.1.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
      - 3.1.1.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
      - 3.1.1.3. Element 3 Vendor A supported **3 FBI specific locations** and self-certifies <u>30</u> points.
      - 3.1.1.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
    - 3.1.2. Example 2
      - 3.1.2.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
      - 3.1.2.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
      - 3.1.2.3. Element 3 Vendor A supported **2 FBI specific locations** and self-certifies <u>30</u> points.
      - 3.1.2.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
    - 3.1.3. Example 3
      - 3.1.3.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
      - 3.1.3.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
      - 3.1.3.3. Element 3 Vendor A supported **2 FBI specific locations** and self-certifies <u>30</u> points.
      - 3.1.3.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
    - 3.1.4. Element 5 (Cumulative)
      - 3.1.4.1. Vendor A's **three** examples were contracted to LE/IC customers and self-certifies <u>30</u> points.
    - 3.1.5. **Workplace Solutions/ Services Result** Vendor A will receive a "High Confidence" because the Cumulative Element Score exceeds 340 and they received no counts of "10."

Phase 3: Corporate Experience Elements

		Describle Delicate	Exa	imple	
		Possible Points	1	2	3
Element 1	\$5M - <\$20M	10			
6	\$20M - < \$50M	20	15	25	
Contract Value	\$50M+	30	30	30 30 30 90 30 30 30	
		Element 1 Score		90	
Element 2	Marginal	10			
Tl'I CDADC	Satisfactory - Very Good	20	8	25	
Technical CPARS	Exceptional	30	30	30	30
		Element 2 Score		90	
Element 3	1 Location, no FBI specific	10			
	1 location, FBI specific OR > 1 locations, not FBI specific 20		15	25	:
Element 3 Staffed Location	locations, not FBI specific	20			
	> 1 locations, FBI specific	30	30	30	30
		Element 3 Score	90		
Element 4	UNCLASS/Secret	10			
	TS	20			
Cleared Work	TS/SCI with CI Poly	30	30	30	30
		Element 4 Score		90	
			Cum	ulative	
Element 5	0	10			
- No p	= 1	20			
Element 2 Technical CPARS  Element 3 Staffed Location  Element 4 Cleared Work	>= 2	30		30	8
		Element 5 Score		30	

390
0

Final Rating	High Confidence
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- 3.2. Business Application Solutions / Services
  - 3.2.1. Example 1
    - 3.2.1.1. Element 1 Vendor A's labor value was \$25M and self-certifies 20 points.
    - 3.2.1.2. Element 2 Vendor A received a **Satisfactory** Technical CPARs rating and self-certifies **20** points.
    - 3.2.1.3. Element 3 Vendor A supported **1 FBI specific location** and self-certifies **20** points.
    - 3.2.1.4. Element 4 Vendor A required up to TS work and self-certifies 20 points.
  - 3.2.2. Example 2
    - 3.2.2.1. Element 1 Vendor A's labor value was \$35M and self-certifies 20 points.
    - 3.2.2.2. Element 2 Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.
    - 3.2.2.3. Element 3 Vendor A supported **2 FBI specific locations** and self-certifies <u>30</u> points.
    - 3.2.2.4. Element 4 Vendor A required up to **TS** work and self-certifies **20** points.
  - 3.2.3. Example 3
    - 3.2.3.1. Element 1 Vendor A's labor value was \$45M and self-certifies 20 points.
    - 3.2.3.2. Element 2 Vendor A received a **Satisfactory** Technical CPARs rating and self-certifies **20** points.
    - 3.2.3.3. Element 3 Vendor A supported **2 locations not FBI specific** and self-certifies **20** points.
    - 3.2.3.4. Element 4 Vendor A required up to **TS** work and self-certifies **20** points.
  - 3.2.4. Element 5 (Cumulative)

- 3.2.4.1. Vendor A's **three** examples were contracted to LE/IC customers and self-certifies <u>30</u> points.
- 3.2.5. **Business Application Solutions/ Services Result** Vendor A will receive a "Medium Confidence" because the Cumulative Element Score is between 260 and 339 and they received no counts of "10."

Possible Points			Phase 3, Factor 4: Corporate I	Experience Elements		
Element 1					Example	
Source   S			Possible Points	1	The state of the s	3
South	Element 1	\$5M - <\$20M	10			
SSOM+   SO		\$20M - < \$50M	20	20	20	2
Element 2	Contract Value	\$50M+	30	8		
Satisfactory - Very Good   20   20   20			Element 1 Score		60	
Exceptional   30   Element 2 Score   60	Element 2	Marginal	10			
Exceptional   30	TlLLCDADC	Satisfactory - Very Good	20	20	20	2
Staffed Location	Element 3	Exceptional	30	8		
Staffed Location			Element 2 Score		60	
Staffed Location   locations, not FBI specific   20   20   30   30	Element 3	1 Location, no FBI specific	10			
> 1 locations, FBI specific   30   30		1 location, FBI specific OR > 1			Î	
Element 3 Score   70	Staffed Location	locations, not FBI specific	20	20		2
Element 4	Starred Education	> 1 locations, FBI specific	30	- 3	30	
TS			Element 3 Score		70	
TS/SCI with CI Poly   30   Element 4 Score   60	Element 4	UNCLASS/Secret	10			
TS/SCI with CI Poly 30  Element 4 Score 60  Cumulative  Element 5 0 10  ELE/IC Requirement >= 1 20  >= 2 30 30  Element 5 Score 30  Category Element Score 280  Count of 10s 0		TS	20	20	20	2
Element 4 Score   60     Cumulative	Cleared Work	TS/SCI with CI Poly	30	9		
Element 5			Element 4 Score	2.	60	
EE/IC Requirement		Ų.			Cumulative	
Section   Sect	Element 5	0	10		31,344,0,4464,0,11,0	
S= 2         30         30           Element 5 Score         30           Category Element Score         280           Count of 10s         0		= 1	20			
Category Element Score 280 Count of 10s 0	LE/IC Requirement	>= 2	30		30	
Count of 10s 0		8	Element 5 Score		30	
Count of 10s 0		Catagory Floment Scare			280	
Final Rating Medium Confidence				*		
rinai kaung iviedium confidence			Final Pating		Madium Confidence	
			rinai Kating		iviedium Confidence	

## 3.3. Delivery Solutions / Services

- 3.3.1. Example 1
  - 3.3.1.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
  - 3.3.1.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
  - 3.3.1.3. Element 3 Vendor A supported **all FBI specific locations** and self-certifies <u>30</u> points.
  - 3.3.1.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
- 3.3.2. Example 2
  - 3.3.2.1. Element 1 Vendor A's labor value was \$35M and self-certifies 20 points.
  - 3.3.2.2. Element 2 Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.
  - 3.3.2.3. Element 3 Vendor A supported **1 FBI specific location** and self-certifies **20** points.
  - 3.3.2.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.3.3. Example 3
  - 3.3.3.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.

- 3.3.3.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
- 3.3.3.3. Element 3 Vendor A supported **3 locations not FBI specific** and self-certifies **20** points.
- 3.3.3.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
- 3.3.4. Element 5 (Cumulative)
  - 3.3.4.1. Vendor A's three examples were **NOT** contracted to LE/IC customers and self-certifies <u>10</u> points.
- 3.3.5. **Delivery Solutions/ Services Result** Vendor A will receive a "Medium Confidence" because the Cumulative Element Score is between 260 and 339 and they received one count of "10."

Phase 3: Corporate Experience Elements

1		Develle Delete		Example	
		Possible Points	1	2	3
Element 1	\$5M - <\$20M	10		3	
Contract Value	\$20M - < \$50M	20		20	
Contract value	\$50M+	30	30		30
	<i>""</i>	Element 1 Score		80	
Element 2	Marginal	10		3	
Tb-il cpaps	Satisfactory - Very Good	20		20	
Technical CPARS	Exceptional	30	30		30
		Element 2 Score		80	
Element 3	1 Location, no FBI specific	10		3	
	1 location, FBI specific OR > 1				
Staffed Location	locations, not FBI specific	20		20	20
	> 1 locations, FBI specific	30	30		
		Element 3 Score		70	
Element 4	UNCLASS/Secret	10			
eltw-t	TS	20			
Cleared Work	TS/SCI with CI Poly	30	30	30	30
		Element 4 Score		90	
		2		Cumulative	
Element 5	0	10		10	
LE/IC Doguironst	= 1	20			
LE/IC Requirement	>= 2	30			
		Element 5 Score	_	10	

Category Element Score	330
Count of 10s	1

Final Rating Medium Confidence

### 3.4. Platform Solutions / Services

- 3.4.1. Example 1
  - 3.4.1.1. Element 1 Vendor A's labor value was \$40M and self-certifies 20 points.
  - 3.4.1.2. Element 2 Vendor A received a **NO** Technical CPARs rating and self-certifies **20** points.
  - 3.4.1.3. Element 3 Vendor A supported **1 FBI specific location** and self-certifies **20** points.
  - 3.4.1.4. Element 4 Vendor A required up to **TS** work and self-certifies **20** points.
- 3.4.2. Example 2
  - 3.4.2.1. Element 1 Vendor A's labor value **exceeds \$50M** and self-certifies **30** points.
  - 3.4.2.2. Element 2 Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.
  - 3.4.2.3. Element 3 Vendor A supported **2 FBI specific locations** and self-certifies <u>30</u> points.

- 3.4.2.4. Element 4 Vendor A required up to **TS** work and self-certifies **20** points.
- 3.4.3. Example 3
  - 3.4.3.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
  - 3.4.3.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
  - 3.4.3.3. Element 3 Vendor A supported **2 locations not FBI specific** and self-certifies **20** points.
  - 3.4.3.4. Element 4 Vendor A required up to **TS** work and self-certifies **20** points.
- 3.4.4. Element 5 (Cumulative)
  - 3.4.4.1. Vendor A's **one** of three examples were contracted to LE/IC customers and self-certifies **20** points.
- 3.4.5. **Platform Solutions/ Services Result** Vendor A will receive a "Medium Confidence" because the Cumulative Element Score is between 260 and 339 and they received no counts of "10."

		Phase 3: Corporate Experi	ience Elements		
				Example	
		Possible Points	1	2	3
Element 1	\$5M - <\$20M	10			
2 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	\$20M - < \$50M	20	20		
Contract Value	\$50M+	30	0	30	1
		Element 1 Score	•	80	
Element 2	Marginal	10	6		
Took olded CDADS	Satisfactory - Very Good	20	20	20	
Technical CPARS	Exceptional	30	0		
	***	Element 2 Score		70	
Element 3	1 Location, no FBI specific	10	į.		
Staffed Location	1 location, FBI specific OR > 1		(-		
	locations, not FBI specific	20	20		
	> 1 locations, FBI specific	30		30	
		Element 3 Score		70	
Element 4	UNCLASS/Secret	10			
a luci	TS	20	20	20	
Cleared Work	TS/SCI with CI Poly	30			
		Element 4 Score		60	
				Cumulative	
Element 5	0	10			
rekee	= 1	20		20	
LE/IC Requirement	>= 2	30		2/362	
	,	Element 5 Score		20	
	Cat	tegory Element Score	,	300	
	Car	Count of 10s		0	
Staffed Location  Element 4  Cleared Work					
		Final Rating	Me	dium Confidence	

- 3.5. Infrastructure Solutions / Services
  - 3.5.1. Example 1
    - 3.5.1.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
    - 3.5.1.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
    - 3.5.1.3. Element 3 Vendor A supported 1 location not FBI specific and self-certifies 10 points.
    - 3.5.1.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
  - 3.5.2. Example 2
    - 3.5.2.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.

- 3.5.2.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
- 3.5.2.3. Element 3 Vendor A supported **1 FBI specific location** and self-certifies **20** points.
- 3.5.2.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
- 3.5.3. Example 3
  - 3.5.3.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
  - 3.5.3.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
  - 3.5.3.3. Element 3 Vendor A supported **2 FBI specific locations** and self-certifies **30** points.
  - 3.5.3.4. Element 4 Vendor A required up to **TS** work and self-certifies **20** points.
- 3.5.4. Element 5 (Cumulative)
  - 3.5.4.1. Vendor A's **three** examples were contracted to LE/IC customers and self-certifies <u>30</u> points.
- 3.5.5. **Infrastructure Solutions/ Services Result** Vendor A will receive a "Medium Confidence" because even though the Cumulative Element Score is 350, the vendor received one count of "10."

		Box Ba Balance		Example	
	4	Possible Points	1	2	3
Element 1	\$5M - <\$20M	10			
Contract Value	\$20M - < \$50M	20	3	ji ji	
Contract value	\$50M+	30	30	30	30
	7	Element 1 Score	40	90	
Element 2	Marginal	10			
Technical CPARS	Satisfactory - Very Good	20	3	- J	
rechnical CPARS	Exceptional	30	30	30	30
	7	Element 2 Score	477	90	3
Element 3	1 Location, no FBI specific	10	10		
	1 location, FBI specific OR > 1		30		
Staffed Location	locations, not FBI specific	20		20	
Janes Cocación	>1 locations, FBI specific	30	30	- 73	30
		Element 3 Score	100	60	
Element 4	UNCLASS/Secret	10	3	- 8	
March Company (Company)	TS	20	SV.		20
Cleared Work	TS/SCI with CI Poly	30	30	30	
		Element 4 Score		80	
				Cumulative	
Element 5	0	10			
reven.	=1	20			
LE/IC Requirement	>= 2	30		30	
		Element 5 Score		30	
		Category Element Score		350	
		Count of 10s		1	
		Final Rating		Medium Confidence	

- 3.6. Emerging IT (1 Example Submission)
  - 3.6.1. Example 1
    - 3.6.1.1. Element 1 Vendor A's labor value **exceeded \$5M** and self-certifies **30** points.
    - 3.6.1.2. Element 2 Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.
    - 3.6.1.3. Element 3 Vendor A supported **1 FBI specific location** and self-certifies **20** points.
    - 3.6.1.4. Element 4 Vendor A required up to **TS** work and self-certifies **20** points.

- 3.6.1.5. Element 5 Vendor A's **one** example was contracted to LE/IC customers and self-certifies **20** points.
- 3.6.2. **Emerging IT Result** Vendor A will receive a "Medium Confidence" because the Cumulative Element Score is 110 and the vendor received no counts of "10."

	Phase 3	: Corporate Experience E	Dements	
	7	Possible Points	Example	
		Possible Points	1	
Element 1	\$500k - <\$3M	10	9	
Contract Value	\$3M-< \$5M	20		
Contract value	\$SM+	30	30	
		Element 1 Score	30	
Element 2	Marginal	10	70	
Technical CPARS	Satisfactory - Very Good	20	20	
recrimear CPARS	Exceptional	30		
		Element 2 Score	20	
Element 3	1 Location, no FBI specific	10	6	
	I location, FBI specific OR > 1		20	
Staffed Location	locations, not FBI specific	20	20	
	> 1 locations, FBI specific	30		
- 8	31 32	Element 3 Score	20	
Element 4	UNCLASS/Secret	10		
PERMIT GRADE	TS	20	20	
Cleared Work	TS/SCI with CI Poly	30		
T T		Element 4 Score	20	_
-10			Cumulative	_
Element 5	0	10	1- 1/10/00/00 + 1/4/00 - 1-1	
	=1	20	20	
E/IC Requirement		1,000		
2		Element 5 Score	20	
	Category Elem	ent Score	110	
	Count of	(C) 5.02 × 1	0	
	Final Rating		Medium Confidence	

### 3.7. Other IT

- 3.7.1. Example 1
  - 3.7.1.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
  - 3.7.1.2. Element 2 Vendor A received a **Satisfactory** Technical CPARs rating and self-certifies **20** points.
  - 3.7.1.3. Element 3 Vendor A supported **2 FBI specific locations** and self-certifies <u>30</u> points.
  - 3.7.1.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
- 3.7.2. Example 2
  - 3.7.2.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
  - 3.7.2.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
  - 3.7.2.3. Element 3 Vendor A supported **3 FBI specific location** and self-certifies <u>30</u> points.
  - 3.7.2.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.

- 3.7.3. Example 3
  - 3.7.3.1. Element 1 Vendor A's labor value was \$20M and self-certifies 20 points.
  - 3.7.3.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
  - 3.7.3.3. Element 3 Vendor A supported **2 FBI specific locations** and self-certifies <u>30</u> points.
  - 3.7.3.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
- 3.7.4. Element 5 (Cumulative)
  - 3.7.4.1. Vendor A's **one** example was contracted to LE/IC customers and self-certifies **20** points.
- 3.7.5. **Other IT Result** Vendor A will receive a "High Confidence" because the Cumulative Element Score exceeds 340 and they received no counts of "10."

		Phase 3: Corporate Experience	Elements		
				Example	
		Possible Points	1	2	3
Element 1	\$5M - <\$20M	10			
	\$20M - < \$50M	20	9		2
Contract Value	\$50M+	30	30	30	
	15	Element 1 Score	170.0	80	
Element 2	Marginal	10			
Technical CPARS	Satisfactory - Very Good	20	20		
	Exceptional	30		30	3
	1	Element 2 Score		80	
Element 3	1 Location, no FBI specific	10			
	1 location, FBI specific OR > 1	3			
Staffed Location	locations, not FBI specific	20			
european and an entre control of the	> 1 locations, FBI specific	30	30	30	3
	10.	Element 3 Score		90	
Element 4	UNCLASS/Secret	10			
Cleared Work	TS	20			
	TS/SCI with CI Poly	30	30	30	3
		Element 4 Score	90		
				Cumulative	
Element 5	0	10			
	= 1	20		20	
LE/IC Requirement	>= 2	30			
		Element 5 Score		20	
	Category Element Score			360	
		Count of 10s		0	
	Fi	nal Rating		High Confidence	

- 3.8. Phase 3, Factor 4: Self-Certification Result
  - 3.8.1. No vendor manipulation of the Scoring Table is required for the Factor 4 Result. The cover sheet of the Scoring Table document will carry over the confidence rating by task.
  - 3.8.2. **Phase 3, Factor 4 Result**: In the scenario listed above, Vendor A will receive a "Medium Confidence" rating for Factor 4 because they received a "High Confidence" in less than six of the seven categories with no Low Confidence Ratings. Vendor A will receive a "Medium Confidence" notice, advising them to consider continuation to Phase 4.

Phase 3, Factor 4: Corporate I	Experience Elements
onfidence Rating	1

	Category	Element Points	Confidence Rating
1	Workplace Solutions	390	High Confidence
2	Business Applications	280	Medium Confidence
3	Delivery Solutions	330	Medium Confidence
4	Platform Solutions	300	Medium Confidence
5	Infrastructure	350	Medium Confidence
6	Emerging Technologies	110	Medium Confidence
7	Other IT	360	High Confidence

#### Confidence Summary

High Confidence	2
Medium Confidence	.5
Conv. Frontidence	0

Factor 4 Result	Medium Confidence
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- 3.9. Effects of "Low Confidence" in one Sub-Category (Example Delivery Solutions)
  - 3.9.1. Example 1
    - 3.9.1.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies **30** points.
    - 3.9.1.2. Element 2 Vendor A received an **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
    - 3.9.1.3. Element 3 Vendor A supported **all FBI specific locations** and self-certifies **30** points.
    - 3.9.1.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
  - 3.9.2. Example 2
    - 3.9.2.1. Element 1 Vendor A's labor value was **\$5M** and self-certifies **10** points.
    - 3.9.2.2. Element 2 Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.
    - 3.9.2.3. Element 3 Vendor A supported **1 FBI specific location** and self-certifies **20** points.
    - 3.9.2.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies <u>30</u> points.
  - 3.9.3. Example 3
    - 3.9.3.1. Element 1 Vendor A's labor value **exceeded \$50M** and self-certifies <u>30</u> points.
    - 3.9.3.2. Element 2 Vendor A received a **Exceptional** Technical CPARs rating and self-certifies <u>30</u> points.
    - 3.9.3.3. Element 3 Vendor A supported **3 locations not FBI specific** and self-certifies **20** points.
    - 3.9.3.4. Element 4 Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
  - 3.9.4. Element 5 (Cumulative)
    - 3.9.4.1. Vendor A's three examples were **NOT** contracted to LE/IC customers and self-certifies **10** points.
  - 3.9.5. **Delivery Solutions/ Services Result** Vendor A will receive a "Low Confidence" because while the Cumulative Element Score is between 260 and 339 and they received **two** counts of "10."

		Possible Points	Example			
			1	2	3	
Element 1	\$5M - <\$20M	10	2	10		
Contract Value	\$20M - < \$50M	20		9		
Contract value	\$50M+	30	30	34	3	
		Element 1 Score		70		
Element 2	Marginal	10				
Technical CPARS	Satisfactory - Very Good	20	3	20		
Technical CPARS	Exceptional	30	30	39	3	
		Element 2 Score	50	80		
Element 3	1 Location, no FBI specific	10				
Staffed Location	1 location, FBI specific OR > 1 locations, not FBI specific	20		20	2	
	> 1 locations, FBI specific	30	30			
		Element 3 Score	10-	70		
Element 4	UNCLASS/Secret	10		i i		
	TS	20	3	3		
Cleared Work	TS/SCI with CI Poly	30	30	30	3/	
		Element 4 Score	*****	90		
			(	Cumulative		
Element 5	0	10	10			
CAC Description	= 1	20		3.500-50		
LE/IC Requirement	>= 2	30				
		Element 5 Score		10		
ी	17	Category Element Score	WQ.	320		
		Count of 10s		2		

3.9.6. Phase 3, Factor 4 Result: In the scenario listed above, Vendor A will receive a "Low Confidence" rating for Factor 4 because they received a majority "Medium Confidence" and **ONE** "Low Confidence" Rating. Vendor A will receive a "Low Confidence" notice, advising them to not continue to Phase 4.

	Category	Element Points	Confidence Rating
183	Workplace Solutions	390	High Confidence
ii.	Business Applications	280	Medium Confidence
il .	Delivery Solutions	320	Low Confidence
l.	Platform Solutions	300	Medium Confidence
5	Infrastructure	350	Medium Confidence
5	Emerging Technologies	110	Medium Confidence
7	Other IT	360	High Confidence

Confidence Summary		
High Confidence	2	
Medium Confidence	4	
Low Confronce	1	

Low Confidence

Factor 4 Result